



NEWS RELEASE

PRESS OFFICE

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For Immediate Release **Internet Address:** www.sba.gov/news/

SBA Reports Record Breaking Number of Loans in 2005; Loan Approvals in New Jersey are up 29%

NEWARK, NJ---New Jersey small business owners received another record breaking number of loans and dollars from the U.S. Small Business Administration (SBA) in 2005, it was reported today.

According to SBA New Jersey District Director James A. Kocsi, state small business owners received 3,687 loans for \$707 million during the agency's fiscal year 2005, the period from October 1, 2004 through September 30, 2005. Nationally, the New Jersey District Office ranked 5th in loan approvals among SBA's 68 district offices.

"This year SBA loan approvals in New Jersey are up 29 percent over the 2,865 loans we approved in 2004," said Kocsi. "The dollars loaned are also up 17 percent over the \$602 million that state small business owners received last year."

"Our economy continues to expand at a steady pace, but more importantly, SBA loans are allowing New Jersey small business owners to play an ever increasing role in the state's economic expansion," said Kocsi. "Small Businesses have generated 60 to 80 percent of the new jobs annually over the last decade and this trend will continue."

Minority, and women-owned businesses also shared in the increased SBA loan activity during fiscal year 2005 "I am pleased to see that all segments of the business community saw increases in loan approvals," said Kocsi. "Across the board, we made more loans to more small businesses than in any other year."

SBA loan approvals to New Jersey minority small business owners totaled 1,431 for \$273.4 million compared to 1,110 for \$197 million approved during fiscal year 2004. This represented a 29 percent increase in the number of loan approvals to minority-owned firms, as well as a 39 percent increase in dollar volume.

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Of the 1,431 loan approvals to minority-owned small businesses, Asian-Americans received 894 loans for \$198.3 million; African-Americans received 188 loans for \$26 million; and Hispanic-Americans received 303 loans for \$41.6 million. Loan approvals to Asian-Americans were up 35 percent; loan approvals to African-Americans were up 20 percent; and loans to Hispanic-Americans also increased by 49 percent.

According to Kocsi, women business owners received 886 loans for \$113 million compared to 569 loans for \$109 million approved during fiscal year 2004. This represented a 56 percent increase in the number of loan approvals to women-owned businesses, as well as a four percent increase in dollars.

Bergen County small businesses led the way in 2005 by receiving 589 SBA loans for \$92.1 million; Essex County businesses followed with 294 loans for \$51.3 million; and Camden County businesses received 288 loans for \$49.0 million. Rounding out the top five counties were Monmouth County businesses with 272 loans for \$67.1 million, and Middlesex County businesses with 260 loans for \$50.5 million.

Kocsi also noted that the average SBA loan in New Jersey was \$191,754 and that a sizeable amount of loans were well under that average. “We are pleased that more New Jersey lenders are utilizing the agency’s **SBAExpress** loan program, which offers a revolving line of credit feature,” said Kocsi. “This program also allows lenders to expedite the SBA loan process by utilizing their own forms and procedures. This year 68 percent of our loans were approved under this program for an average amount of \$56,000. I expect **SBAExpress** loan volume to approach 75 percent in 2006.”

In addition to its lending activities, the SBA New Jersey District Office provided entrepreneurial development assistance to nearly 42,250 businesses and start-up companies through its statewide network of resource partners, which includes SCORE – Counselors to America’s Small Business, the New Jersey Small Business Development Centers (SBDCs) and the Women’s Business Center (WBC).

Nearly 15,000 entrepreneurs received no-cost management counseling from these resources and an additional 27,000 individuals attended affordable training programs on topics ranging from starting a business to identifying opportunities in the international marketplace. “We realize the importance of providing our customers with practical business training and counseling,” said Kocsi. “The services offered by SCORE, the SBDC, and the WBC are invaluable to our customers’ success and growth.”

The SBA New Jersey District Office also provided New Jersey small disadvantaged companies with 136 federal government contracts worth \$117.3 million. The contracts were issued under the agency’s 8(a) Business Development Program.

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SBA NEW JERSEY LOAN APPROVALS
Fiscal Year 2005 Fiscal Year 2004

County	# of Loans	\$Amount	# of Loans	\$ Amount
ATLANTIC	102	\$ 24.1 million	95	\$ 27.7 million
BERGEN	589	\$ 92.1 million	390	\$ 72.3 million
BURLINGTON	177	\$ 31.2 million	139	\$ 23.5 million
CAMDEN	288	\$ 49.0 million	249	\$ 38.3 million
CAPE MAY	57	\$ 16.5 million	55	\$ 19.2 million
CUMBERLAND	52	\$ 11.3 million	47	\$ 10.1 million
ESSEX	294	\$ 51.3 million	230	\$ 51.3 million
GLOUCESTER	116	\$ 25.8 million	88	\$ 17.5 million
HUDSON	207	\$ 40.8 million	146	\$ 24.8 million
HUNTERDON	87	\$ 17.9 million	80	\$ 17.6 million
MERCER	154	\$ 26.4 million	103	\$ 28.1 million
MIDDLESEX	260	\$ 50.5 million	228	\$ 46.6 million
MONMOUTH	272	\$ 67.1 million	179	\$ 45.4 million
MORRIS	223	\$ 43.6 million	160	\$ 38.1 million
OCEAN	153	\$ 34.4 million	130	\$ 31.4 million
PASSAIC	201	\$ 33.8 million	142	\$ 27.0 million
SALEM	12	\$ 3.8 million	7	\$ 2.3 million
SOMERSET	112	\$ 30.1 million	138	\$ 27.5 million
SUSSEX	53	\$ 14.8 million	61	\$ 13.8 million
UNION	204	\$ 31.6 million	157	\$ 32.7 million
WARREN	74	\$ 10.9 million	41	\$ 6.8 million
TOTALS	3687	\$707 million	2865	\$ 602 million

SBA's NEW JERSEY TOP LENDERS IN 2005

(SBA's Top Lenders List is Based on the Number of SBA Loan Approvals)

Lender	#of Loans	\$ Amount	Location
1) Bank of America	577	\$ 22.1 Million	Charlotte, NC
2) PNC Bank	489	\$ 77.3 Million	East Brunswick, NJ
3) Commerce Bank	350	\$ 134.7 Million	Cherry Hill, NJ
4) Capital One Bank	213	\$ 9.8 Million	Glen Allen, VA
5) Valley National Bank	198	\$ 38.8 Million	Wayne, NJ
6) HSBC Bank USA	180	\$ 13.1 Million	Buffalo, NY
7) Broadway National Bank	169	\$ 50.4 Million	Fort Lee, NJ
8) Citizens Bank of Rhode Island	148	\$ 8.2 Million	Cranston, RI
9) Sun National Bank	112	\$ 18.4 Million	Vineland, NJ
10) Unity Bank	108	\$ 32.2 Million	Clinton, NJ

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